## FORSYTH TOBACCO PRODUCTS PRIGING For Contracted Indirect Retailers Feir Trade\*\* 4/1/97

List

\$7.11

Net Invoice

\$7.11

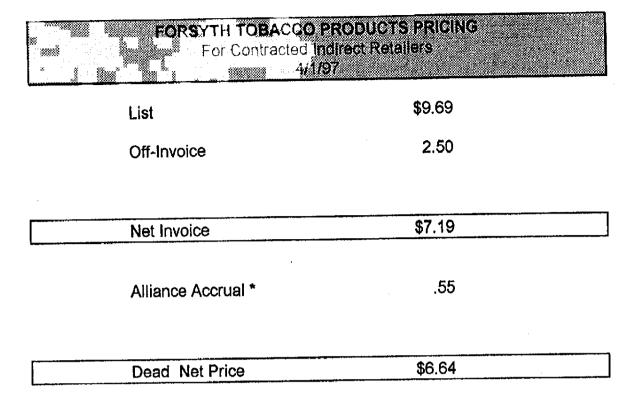
Alliance Accrual \*

.55

**Dead Net Price** 

\$6.56

- \* Alliance Program Marketing Program (coupons, etc.) (Based on fully qualifying partners rate)
- \*\* For accounts whose wholesaler is physically located in the states of Maryland, Minnesota, Montana, Tennessee, Wisconsin and Nevada only.



<sup>\*</sup> Alliance Program - Marketing Program (coupons, etc.) (Based on fully qualifying partners rate)

## FORSYTH TOBACCO PRODUCTS PRICING For Contracted Direct Accounts 4/1/97

List	\$9.69	
Terms (3.25%)	.31	
E. F. T. (1/2%) *	.03	
Off-Invoice	2.50	
Net Invoice	\$6.85	
Alliance Accrual **	.55	
Dead Net Price	\$6.30	

- \* E.F.T. available to qualifying customers
- \*\* Alliance Program Marketing Program (coupons, etc.)
  (Based on fully qualifying partners rate)

## FORSYTH TOBACCO PRODUCTS PRICING

For Contracted Direct Accounts - Fair Trade\*\*\*
4/1/97

List	\$7.11	
Terms (3.25%)	.23	
E. F. T. (1/2%) *	.03	
Net Invoice	\$6.85	<u> </u>

Alliance Accrual \*\*

Dead Net Price \$6.30

.55

- E.F.T. available to qualifying customers
- \*\* Alliance Program Marketing Program (coupons, etc.) (Based on fully qualifying partners rate)
- \*\*\* For wholesalers physically located in the states of Maryland, Minnesota, Montana, Tennessee, Wisconsin and Nevada only.